



ADACEL

INVESTOR PRESENTATION

HALF YEAR ENDED 31 DECEMBER 2021

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MEET OUR TEAM

Senior Management



Daniel Verret
CEO



Mauro Ferrara
CFO



Kevin Pickett
Vice President
Operations



Michael Saunders
Vice President
Business Development and Strategy

Board of Directors



Michael McConnell
Non-Executive Chairman



Peter Landos BEco (ANU)
Non-Executive Director



Silvio Salom
Non-Executive Director



Natalya Jurcheshin, B.Comm, CA
Non-Executive Director



Rebecca Weir
Company Secretary

H1 FY2022 - ADACEL KEY FIGURES - USD

REVENUE **\$12.7 million**

GROSS MARGIN **\$5.4 million**

42.4% of revenues

EBITDA **\$2.7 million**

PROFIT BEFORE TAXES (PBT) **\$1.9 million**

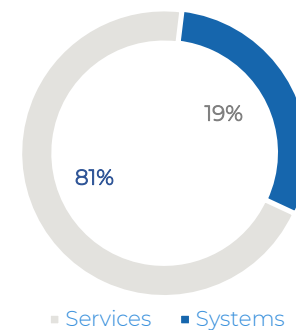
14.7% of revenues

PROFIT AFTER TAX **\$1.0 million**

NET CASH **\$6.8 million**

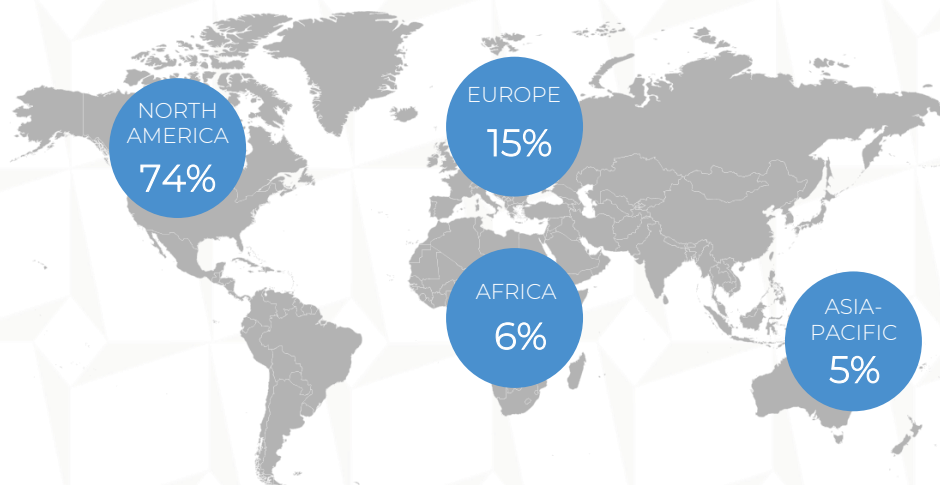
TWO OPERATING SEGMENTS

(breakdown of sales by operating segment)



DIVERSIFIED GEOGRAPHICAL PRESENCE

(breakdown of sales by geographic region)



H1 FY2022 HIGHLIGHTS

Services Segment

- Services revenues – over 80% of total revenues.
- Revenues comparable to the same period in 2021; gross margin at approximately 50% compared to 54.9% in H1 FY2021 mainly due to revenue mix and slightly higher costs.

Systems Segment

- Systems revenues – slightly under 20% of total revenues.
- The revenues decrease compared to the same period in 2021 was anticipated by management and mainly due to project deliveries timing.
- Full year 2022 revenues for the segment expected to be comparable to 2021.

Acquisition

- On 23 February 2022, the Company made the acquisition of a virtual air traffic control (ATC) tower business for single and multiple aerodrome operations, adding to its current product offering.

H1 FY2022 HIGHLIGHTS

REITERATION OF OUR FY2022 GUIDANCE

- Revenues and profit before tax both in line with management expectations for H1 FY2022.
- Gross margin for first half of FY2022 stood at 42.4%, stable when compared to 43.1% for the same period last year.

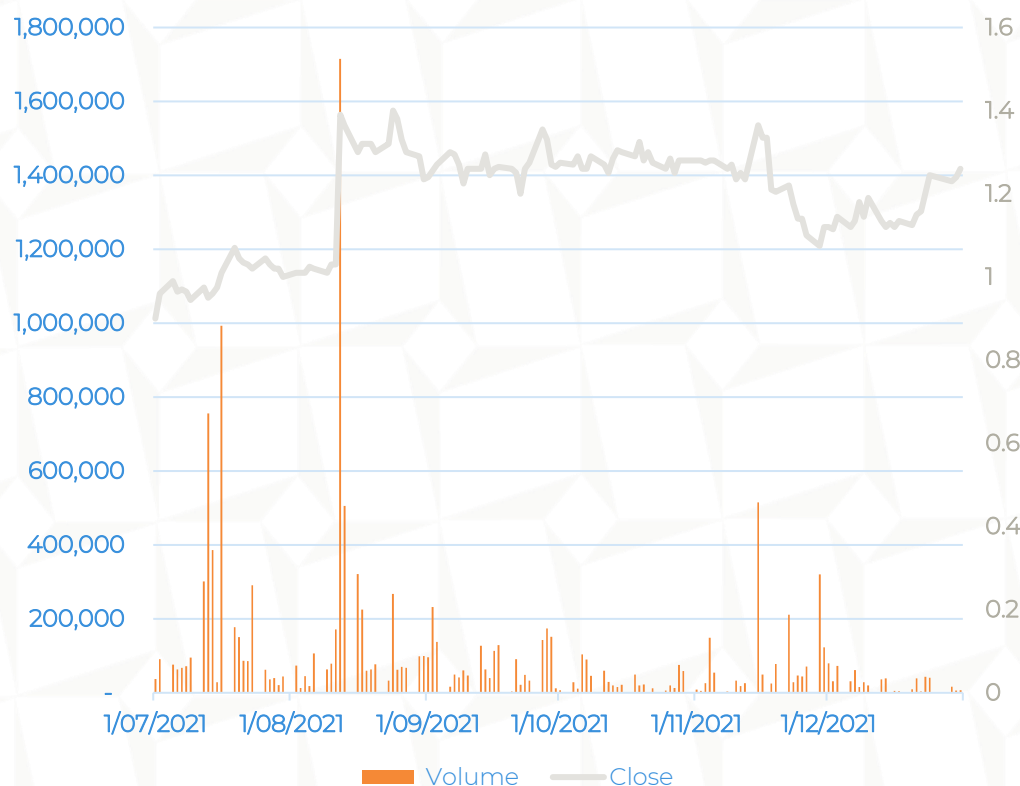
Outlook

- Company reiterates its FY2022 earnings guidance of PBT between USD\$5.7 million and USD\$6.0 million.
- The Company declares an interim dividend of AUD 2.75 cent per share (unfranked).

CORPORATE OVERVIEW

Appendix

ADA Price vs. Volume



CAPITAL STRUCTURE

| | |
|---------------------------------------|-------------------------|
| Shares on issue | 76.64m |
| Share price as of 6 August 2021 | AUD\$0.55 |
| Share price as of 18 February 2022 | AUD\$1.12 |
| Market Capitalisation | AUD\$85.84 million |
| Net cash as of 31 December 2021 | USD\$6.8 million |
| Dividend per share | AUD 2.75 cent per share |

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THANK YOU
